US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: MasterCard International, LLC - 06/24/03

PARTNER/VAD NAME:

SECTION I - Approval Requests:

HQAPP Requests:

N/A

TIER 1 Requests:

N/A

**TIER 3 Request:**

1. 30% L&S discount on Internet Expenses.

Previously approved requests (include date of approval):

N/A

SECTION II – Deal Summary:

Deal Summary	
Product Mix:	Oracle Internet Expenses
License Discount	30% (ebiz + 15%)
Support Discount	30% (ebiz + 15%)
Comp & Admin Discount	-
Phased Implementation for Comp & Admin?	-
Support Options/Holds	Updates and Product Support / -
Price Holds	-
List License	$ 120,000
List Support	$ 26,400
List Comp & Admin	-
Net License	$ 84,000
Net Support	$ 18,480
Net Comp & Admin	-
Net Price	$102,480
Price List Used	May 30, 2003

Customer history	
Existing contractual discount (price hold)	65% for 2 years on Financials 49% for 2 years on Project Billing, Project Contracts, Project Costing and Treasury
Date of Price List for price hold	January 11, 2002
When does price hold expire?	November 30, 2004
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	Financials, Project Billing, Project Contracts, Project Costing and Treasury
Name of Agreement, if applicable	Ordering Document referencing SLSA 1021357-22-Nov-93

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GOVERNMENT EXHIBIT

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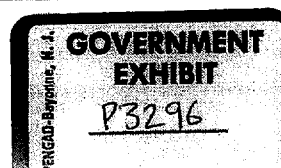
SECTION III - Justification:

License Discount:
MasterCard International has been evaluating Oracle Internet Expenses as an alternative to their currently installed Concur/Captura Travel & Expense solution. While Oracle iExpenses meets their functional needs, Concur/Captura is in production. In addition, MasterCard has developed a strategic partnership with Concur/Captura to offer an integrated T&E solution to MasterCard's small business and mid-market customers. MasterCard being sensitive to this market is reluctant to change application providers. We have been successful selling MasterCard liscenses for Oracle Finanicals, (i.e., GL, FA, AP, AR, etc), Projects (i.e., Billing, Contracts, Costing) and Treasury. Discounts for these purchases were: 65% Financials and 49% Projects/Treasury. MasterCard would like to see a comparable discount for the purchase of iExpenses. They would like a 30% discount. The iExpense purchase will expand Oracle's eBusiness Suite Footprint and replace Concur/Capatura at MasterCard.

Recommendation: (leave blank for HQAPP to fill out)

Submitted By: (fill in rep name and AVP name here): Larry Martinez, ASM, Marty Zabielski, Regional
Manager
Field RM name if submitted by OracleDirect:

R (leave blank for HQAPP to fill out)
C
L
A
BP:

****
PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW
WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION
(SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

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SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: **All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	6/26/03
Opportunity I.D. (OSO Number):	
Is this a ship order?	__X__ Yes _____ No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	_____ Yes __X__ No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____ Yes (specify non-supported license type and eBusiness license type used to determine conversion) __X__ No
Quote Valid Through (insert date):	August 29, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	_____ Yes __X__ No
If yes, specify payment type:	_____ Applications Affiliate Fee _____ ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	_____ Yes __X__ No
PREMIUM SERVICES:	_____ Yes __X__ No
INCIDENT PACKS:	_____ Yes __X__ No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	_____ Yes __X__ No
Payment Terms:	__X__ Net 30 _____ Other (Specify)_____
Referenced Agreement:	_____ New OLSA __X__ Other (Specify): SLSA 1021357-22-Nov-93

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CONFIDENTIAL

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	**MasterCard International, LLC**
Business Address:	2200 MasterCard Blvd.
City / State / Zip:	O'Fallon MO 63366
Customer Contract Admin:	Howard Buehler
Phone #:	636-722-3920
Fax #:	
E-mail ID:	Howard_buehler@mastercard.com
Billing Contact:	Same
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ___
Shipping Contact:	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

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Education (EPPC)	
Education Prepaid Credit Amount:	$_____
Education Discount:	_____%
Education Revenue:	$_____
Education Sales Rep:	

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

Applications		
Will applications be modified:	Yes	X No
Will users be accessing modified Apps from the web:	X Yes	No
Have all prerequisites been included:	X Yes	No
Will users use Fast Forward RPM:	Yes	X No
Will applications be hosted:	Yes	X No
Indicate database that Apps will run on:	Oracle	
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	
Technology Sales Manager	
Account Manager	Larry Martinez
OracleDirect Rep	Ed Kinsella
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	____ Yes (if yes, list all appropriate reps) X No
Requester:	Name: __Larry Martinez Business Telephone: __212-508-2165 Cell Phone: __631-875-6836

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